



March 31, 2016

City of West Lafayette

Attn: Ed Garrison, Engineering
Morton Community Center
222 N. Chauncey Ave., Rm 102
West Lafayette, IN 47906

Subject: Proposal for **SIDEWALK TRIP HAZARD REMOVAL**, Priority Areas for 2016, Program 1

Ed,

We appreciate the opportunity to submit this proposal to the City of West Lafayette (City). The total cost for this project will not exceed **\$46,515** based on an agreed scope and special job rate. Upon your review and acceptance of this proposal, **please sign and return** (or submit a valid purchase order referencing this proposal) **via FAX to (616) 582-5951** or email to PCCMichigan@SafeSidewalks.com.

We will provide a current W-9 and proof of insurance accordingly (an ACORD will be faxed directly to you by our insurance provider). Let us know if any additional information or documents are required before we begin work. We appreciate your consideration and the opportunity to provide our service.

Precision Concrete Cutting

Precision Concrete Cutting (PCC) has been removing trip hazards from uneven sidewalks and other concrete walkways across the nation for over 20 years. As the industry leader in technology and price, PCC can reduce liability associated with uneven sidewalks and help meet ADA compliance with a method more effective and less expensive than alternatives. PCC utilizes its patented tools and processes that it has developed and refined for trip hazard removal. Not only is trip hazard removal the specialty of PCC, it is the only thing we do. PCC has dozens of locations across the country. Precision Concrete, Inc. is the locally licensed business unit serving Michigan and Indiana that leverages the proven tools, process, and training to provide this service.

The Advantage

The Precision Concrete Cutting (PCC) service removes the entire trip hazard from side to side on the entire sidewalk while other methods of repair often leave a portion of the trip hazard. Not only can PCC reach the edges of every sidewalk, we can remove trip hazards from virtually any angle and at any location. Trip hazards caused by cracked concrete or located in hard-to-reach places such as in gutters or adjacent to a wall, post, or railing will be eliminated without any damage to nearby impediments. **There is no other process of trip hazard removal available with the quality, flexibility, and diversity as that of PCC.**



Quality

The Precision Concrete Cutting (PCC) process involves the measurement of every sidewalk trip hazard identified. PCC inspects the sidewalks and takes specific measurements to identify and log each trip hazard size and location. These measurements are used to determine the size of repair that is required, and to guarantee that the repair is made to dimensional specifications.

The PCC finished repair is aesthetically pleasing, smooth, and of superior quality compared to alternatives. It does not leave grooves in the surface of the concrete, it is not uneven, and is left with an acceptable coefficient of friction that will not create slip hazards.



Environmental & Community Friendly

The Precision Concrete Cutting (PCC) process does not require heavy equipment in the work area. The PCC equipment is small and maneuvered about by individual employees. No damage is created to buildings, landscaping, irrigation systems or the surrounding environment. Complete cleanup of the work area is performed and dust abatement systems minimize dust. All removed materials are properly recycled.

Precision Concrete Cutting utilizes a patented dust collection system to keep dust to a minimum while performing its work. This is a great benefit over other repair processes that leave the area covered in concrete dust or slurry. PCC also cleans up the removed concrete and debris created while performing repairs and disposes (for recycle) it as part of the service. Being a complete solution, no follow-on tasks are required of city staff. Sidewalks remain open with only minor disruption while PCC moves through an area performing the trip hazard removals.

As a member of the U.S. Green Building Council (USGBC), we are proud of the fact that we reduce the impact to landfills and the environment as a result of our service. For example, removing and replacing 1,000 sidewalk panels would result in approximately **966,000 lbs. of concrete being removed with the like amount being hauled in new** (average panel weight for 5' x 4' x 4" is over 966 lbs.). Using Precision Concrete Cutting, sidewalk trip hazard removal can be accomplished by removing around **4,500 lbs. of concrete that will be recycled** (no heavy equipment or hauling is required). Remove and replacement work is minimized requiring very little, if any, new concrete. Also, there is no damage to trees or adjoining landscape with Precision Concrete Cutting.



Professional Plan and Approach

Precision Concrete Cutting (PCC) will conduct a pre-construction planning meeting with the City designated contact(s) using a Precision Concrete Project Manager (a Project Management Professional) to establish priorities, a high-level schedule for each area, review risks/constraints and safety plans. A communication plan that includes a "NOTICE" for residents in the work area can also be established. Typically, a crew of four (the project manager and three skilled operators) will be deployed to the job site to begin work once the City gives the authorization to proceed and our schedules permit.

Precision Concrete Cutting (PCC) will deploy a well-marked light-duty pickup truck, van, and/or full logo trailer used to mobilize up to three (3) full sets of cutting equipment and operators. Safety cones are placed wherever the truck/van and trailer park and on the sidewalks in front and behind the operator area to assure pedestrian safety during cutting. All PCC staff (including project manager) wears high-visibility safety vests whenever they are outside their vehicle.



Cost and Scope

Precision Concrete Cutting (PCC) is proposing a SAW CUT solution (NOT GRINDING) for the City of West Lafayette to remove **1,193+ trip hazards** in contiguous sidewalk areas. PCC will typically bill for this type of large project at the rate of \$25 per Inch-Foot (defined as the average inch height of the trip hazard x linear feet of the hazard). Based on an average of 1.8 Inch-Feet per trip hazard for 4' wide walkways, the typical cost per trip hazard removed for a city is over \$45 making this a \$54k+ project. However, including special pricing for using West Lafayette as a reference site and repeat customer, the total cost for this project will not exceed \$47k (*City saves \$7k+ on cutting*). PCC will perform the work in the spring of 2016 for West Lafayette at a special **fixed fee rate of \$39 for each trip hazard** up to 4 feet wide (walks at 5 feet wide will be charged at \$45 each). **This project results in a savings to West Lafayette of \$168k+ in lieu of remove and replace work** (where typically two or more panels are replaced to resolve each trip hazard).

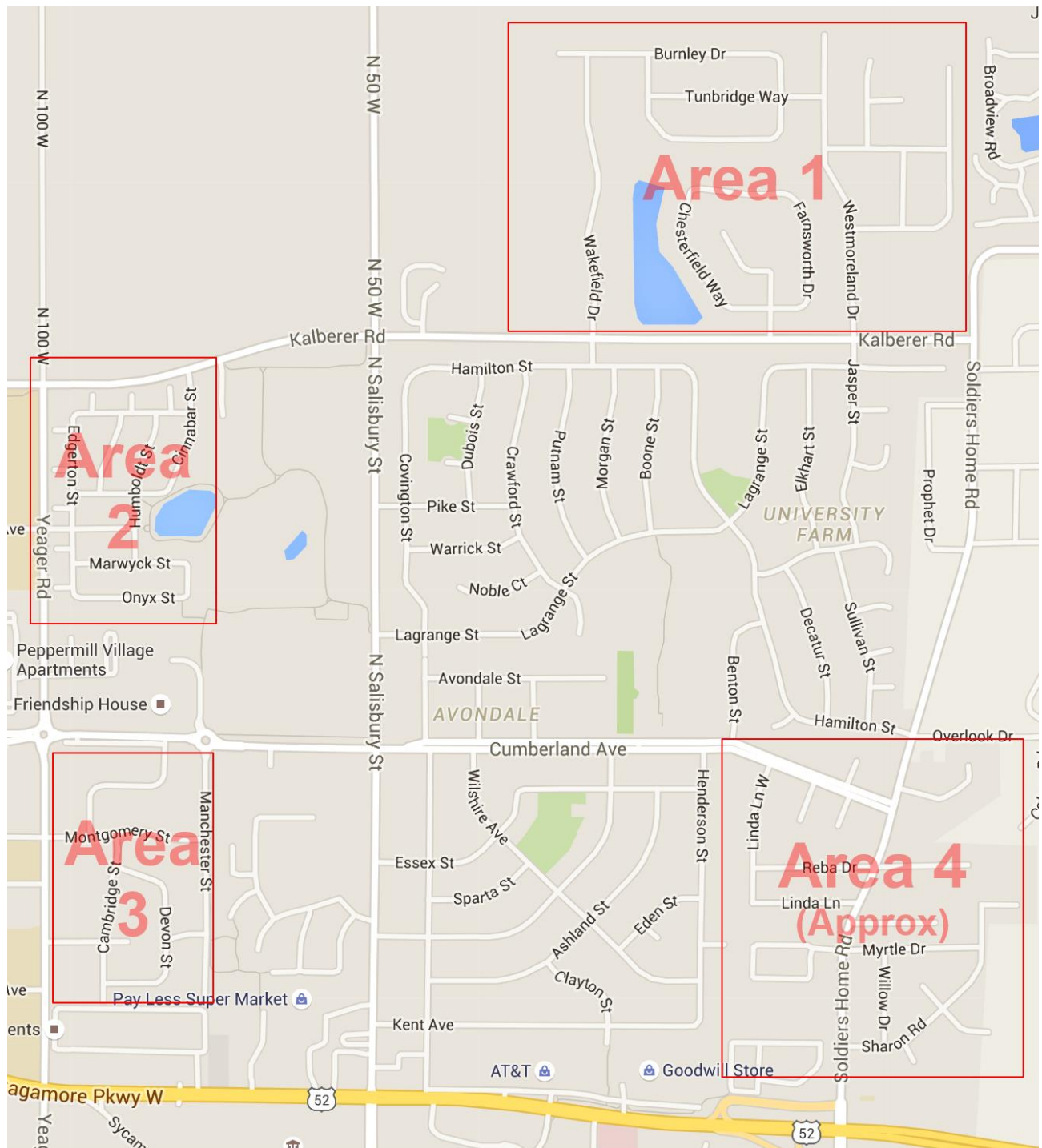
Amount billed will be based on the actual work completed up to the maximum count of 1,193 trip hazards. Therefore, **total cost of this proposed project is \$46,515** (not to exceed).

The scope of the sidewalk trip hazards is defined as a differential in the walkway greater than .25" high and less than or equal to 1.5" high. Trip hazards will be eliminated leaving a maximum running slope (ramp) of 1:8 as permitted to meet ADA requirements wherever possible. The work will be performed on City sidewalks in the following areas as defined by the City Engineering Department;

Area	Engineering Estimate (Cuts)	Homes	Description (Street Name or Address Blocks)	Cost
1	410	373	Area 1	\$ 16,002
2	<i>n/a</i>	<i>n/a</i>	<i>future project</i>	<i>n/a</i>
3	395	141	Area 3	\$ 15,397
4	388	204	Area 4	\$ 15,116
	1,193	718	Total Cost Estimate:	\$ 46,515

Maps of proposed work areas in the City of West Lafayette. Area 1, 3 and a limited amount of walkways as designated by the City in Area 4.





Sole Source Status

The technology that Precision Concrete Cutting uses to remove trip hazards has been developed and patented by Precision Concrete Cutting based in Provo, UT. Precision Concrete Cutting and its local branches are the only companies authorized to use the patented equipment and method for removing sidewalk trip hazards as described by the following patent numbers:

U.S. Patent No. 6,827,074
U.S. Patent No. 6,896,604
U.S. Patent No. 7,000,606

U.S. Patent No. 7,143,760
U.S. Patent No. 7,201,644
U.S. Patent No. 7,402,095

These patent numbers and the Precision Concrete Cutting (PCC) licensing agreement make Precision Concrete, Inc. a sole source for trip hazard removal in Michigan and Indiana using this technology. Therefore, the city will not be able to find a vendor with the same ability to perform trip low cost/high quality trip hazard removal using the same process.

Invoicing

A Precision Concrete Cutting (PCC) invoice will be issued for work completed at the conclusion of each month. Municipal payment terms are net 15 days from the date work is completed unless contract states otherwise. PCC will not charge the City any additional fees for mobilization, setup, cleanup, or travel / expenses. All such fees are included in the proposed unit price.

An itemized invoice listing the location of each trip hazard resolved will be listed and can be provided in hard copy or soft copy as required by the City. This itemized list provides the City with a completely auditable summary of the work performed by PCC. It is also a document that can support the fact that your organization has a proactive sidewalk maintenance program in place.

Summary

Precision Concrete Cutting is very interested in working with the City of West Lafayette to deliver a proactive and cost-effective sidewalk maintenance program to help with the efforts of ADA compliance and reduce liabilities associated with sidewalk trip hazards. Our goal is to develop a long term relationship in which we can help the City achieve its annual sidewalk maintenance objectives.



Thank you for your consideration. Signature and date below confirms your acceptance of this proposal and intent to proceed.

Don Hughes, Indiana Operations Manager
Mark A. Bonkowski, President

Customer (City Name)

Precision Concrete, Inc.

1896 Goldeneye Drive
Holland MI 49424
(616) 403 -1140 Phone
(616) 582 - 5951 Fax

authorized signature / date

printed name / title

Federal ID #: 80-0183496